



JIM HARSHAW JR

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #130

Dr. Isaiah Hankel

Today I bring you, Dr. Isaiah Hankel. Long-time listeners will remember Isaiah from Episode #14. For those who need an introduction or a reintroduction, Isaiah is an internationally recognized speaker and author who helps individuals, teams and organizations develop a more entrepreneurial mindset to accelerate their personal and business success.

Isaiah's unique background allows him to offer a scientific approach and tangible methodology to the pursuit of purpose, focus and other entrepreneurial values.

Isaiah has worked extensively as a Fortune 500 consultant and with some of the world's leading corporations.

Long before getting his doctorate, Isaiah was a sheep farmer in rural Idaho who struggled in school and was diagnosed with ADD and ADHD. He survived college and barely made it into graduate school where he was quickly put on academic probation and forced to work as a janitor and sleep in a friend's basement to make ends meet. Just a few years later, Isaiah formed three successful, multinational businesses and published his first book, *Black Hole Focus*. He's back today to talk about his latest book, *The Science of Intelligent Achievement: How Smart People Focus, Create and Grow Their Way to Success*.

Quotes

"A relationship fast is taking a step back and evaluating which relationship should be in your life and which shouldn't."

"Don't ask yourself how you can get more hours in a day, ask yourself how you can get so much energy that you can do in a minute what it would take somebody else an hour to do."

"You need to take responsibility for yourself and for providing your own sense of happiness."

"Everything that happens to you in your life, it may not be your fault in the sense that it happened, but it is your fault in terms of how you respond to it."

About Intelligent Achievement

It's something that's lasting. It's something that's aligned with your priorities and your identity, who you were meant to be. The book breaks it down into three areas, selective focus, creative ownership and pragmatic growth. Selective focus is the starting point. We're bombarded by so many different things, so many different distractions, other people telling us who we should be, and not even telling us. Sometimes we look at what other people are chasing and we chase after it. But these are pathways to fake success. If you don't guard your focus, your mental energy, that is the fastest and most surefire way to end up in the land of fake success."

About Finding your Peak Mental Energy

"On your phone or a piece of paper, just write down the hour of the day, every hour from when you wake up till when you go to sleep. So 6 a.m., 7 a.m., 8 a.m. all the way to 9 p.m. or 10 p.m. And then every hour on the hour, just set an alarm on your watch or phone and when it goes off, just record on a scale of 1 to 10 what your mental energy hours are. If you do this after a few days – try to do it for a week – you'll see some trends. And then trend that I saw was, I get up at 6. Within a couple of hours, usually 8 or 9, my mental energy is 10. From 9 to 11, I'm at my peak mental energy zone. And then I'm at a 7 or 8 probably till about 1 pm or so. Then I would drop to a 5 in the afternoon, a couple of hours of slump. And then I get a burst, maybe a 6 or 7 when it's the evening."

About Creative Ownership

"It used to take an entire factory to start a business, now it takes an Internet connection. So I highly recommend starting something on your own project. It could be writing a book. It could be starting a podcast, starting a blog, starting to do consulting. Something along those lines will give you some of your independence back, make you get a sense of fulfillment, happiness, career growth. You could turn it into a large business some day, like many people have done."

About Facing Reality and Taking Actions

"There's always an opportunity for growth in failure and my advice would be that when you face those moments in life of extreme uncertainty tied with extreme conviction where you feel like, "I've definitely been doing this wrong," don't keep ignoring it. Don't wallow in it. Just remember that action solves all problems. As long as you're willing to face reality, this is where I talk about pragmatic action, being willing to do the hard, pragmatic actions necessary, you can turn things around."

Action Item

"Your brain will hold onto any project or task or anything that it deems as unfinished. Once it's finished, it lets go of it. You need to sit down – it could take half a day or two days – and collect all of your thoughts. Write it down on a piece of paper, every open task, idea, dream, whatever that's on your mind at all. It could be you still need to paint the garage, that you aren't over this relationship, get all your emails, your paper notes, everything into one giant inbox, essentially. Then you go through an elimination phase. Usually when people do this, they get about 100 to 200 items. That's a lot of stuff weighing on your mind. You go through the items and cross off the items that you can just let go off once and for all, "I don't have time to do this, I've changed, I don't need to do this." With whatever's left, you go back and clarify it in terms of an action step. At the end of it, you have a large action item list but it's all out of your mind and you've freed up a ton of mental energy."

Recommended Tool

A big thing that has helped me protect my focus and my mental energy and has also helped me protect my melatonin levels – it's a hormone in the body crucial for your mental and your sleep – is really blocking as much blue light from my life as possible. Blue light drains melatonin. It's everywhere. Blue light is a fraction on the spectrum of light that comes out of all artificial light. So I use an app called f.lux on my computer that blocks blue light. I also have an iPhone which has its own built-in program for night display to block it.

Episodes Referred

Dr. Isaiah Hankel's first time on Jim's show: <http://www.jimharsahwjr.com/14>

Jared Kahmar: <http://jimharshawjr.com/125/>

David Allen: <http://jimharshawjr.com/116/>

Websites and Social

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Book: <https://www.isaiahhankel.com/the-science-of-intelligent-achievement>